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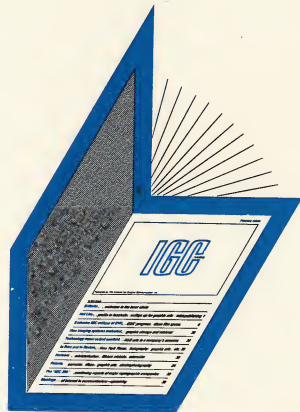
Park Avenue

Morristown, New Jersey 07960





A service of the
Institute for Graphic Communication, Inc.
Park Avenue
Morristown, New Jersey 07960



Please enter my enrollment for your monthly service.

Annual Fee for 12 issues

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and Canada **\$150**

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☐ Foreign
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If Graphic Communications is the applied science of visual image creation and reproduction — how is it going to affect the computer, printing and reprographic industries?

Greatly.

That is why IGC Monthly was created . . . to report on the events and happenings in the formative stages of a new and different kind of "industrial revolution" that by mid-decade, will stagger the minds of today's most informed men of science, education and industry.

As with all revolutionary developments, change is an inherent factor. So much is happening . . . so fast . . . in so many places . . . that you can't possibly gather facts for a sound decision—unless you have all the information about new graphic processes gathered, analyzed, compared and presented on a regular, continuing basis.

That information is contained, on a regular continuing basis, in the IGC Monthly published by the Institute for Graphic Communication, Incorporated. It briefs you on the newest, most sophisticated innovations in graphics, reprography, microform systems, paper technology, computer directed printing and publishing systems, and the other related applications of this exciting new science.

The printed word and image are—and are likely to remain—dominant; its legacy has already reached mind-boggling proportions and predictions for the use of printed materials in business, government and education are spawning at an unprecedented rate. The production, handling and storage of these documents will become impossible—unless new technology to keep abreast and ahead of these needs is found. New business approaches to this complex and baffling task must be sought after and applied. Our nation's economy cannot survive the shortening of Wall Street's work week simply because it cannot handle the "paperwork."

IGC Monthly will keep you informed on all aspects of visual communications. Facts are researched from the laboratory to the marketplace—accurate, authoritative, discriminating. You'll be the first to know about scientific trends, equipment and process developments, the financial soundness of individual companies, and competing forces in and out of your industry.

With this information, you'll be able to make responsible, confident business decisions. Please read the accompanying brochure to learn still more about IGC Monthly. It's the fastest way to keep up with the fastest permanent impressions being made today. As for tomorrow—be part of the indelible mark being made on the future by today's new developments discussed in every issue of IGC Monthly.

Sincerely,

A handwritten signature in blue ink that reads "Richard H. Miller". The signature is fluid and cursive, with a large, sweeping 'R' and a long, trailing flourish at the end.

Richard H. Miller
Circulation Director

8 PL: Magazine (Sep 1.70)

Now you can have a
direct line to hard
facts in simple, concise
language concerning
the latest developments
in the field of

GRAPHIC COMMUNICATIONS:

the applied science of
visual image creation
and reproduction.



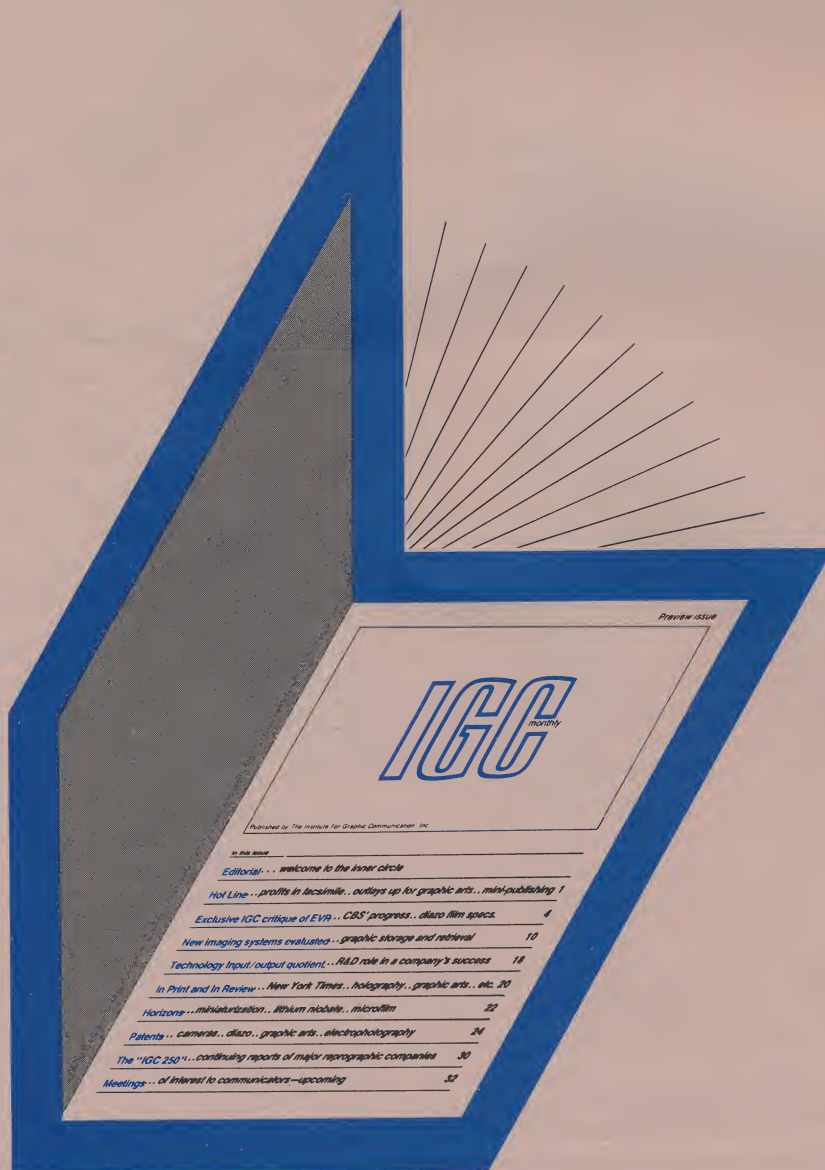
IGC Monthly
brings you an insider's
viewpoint of technological
developments before they
become commonplace.

... discusses the
companies behind the latest thinking
in visual communications.

... provides you with the
interdisciplinary input that might make
the difference between success or
failure of your programs.

... assures the security
analyst of timely and reliable facts about
new products and methods.

... gives the marketing
executive insight into costs and pricing
plus new profit opportunities, trends
in user requirements, and reports on
competitive products.



They realize that technical knowledge is often alien to those expected to make judgments on behalf of mutual funds, institutions, or the investing public . . . and the need for straightforward judgment on products, services and companies in the field of graphic communications.

And they are keenly aware of what a company's informational needs are when planning to expand or acquire another firm.

Leonard E. Ravich, President and co-founder of the Institute for Graphic Communication, Inc., Wellesley, Massachusetts, is the Editor of IGC Monthly. He describes the publication as a technical service for the financial community . . . and a financial service for the technically oriented.

He said, "The quantity of information and documentation available to be searched, stored, digested, retrieved and communicated is greater now than in any time during this or any civilization. Two quadrillion pieces of paper are filed in offices and store-rooms in the United States alone. Two million file clerks are required to manage this paper avalanche. With an additional contribution of 62 million

file drawers of paperwork each year, we can expect the present volume of stored paper to double in fewer than 20 years.

"What a fertile field for new developments, new schemes, new profits—and new frauds! Where does the executive, the research director, the investment analyst, the patent attorney go for definitive information and guidance? IGC Monthly has been created to provide answers.

"Welcome to the inner circle."



Leonard E. Ravich



Walter Clark

Leonard E. Ravich, editor and publisher of IGC Monthly. Chairman of the Board of Rahn Corporation, he was director of the Physics and Chemistry Research Division, ITEK Corporation. He is the founder and Director of Research of Vat-Craft Corporation and Solid State Research Institute. He is the inventor of several image forming systems, radiation sensors, sources and systems, and solid state materials and products. He holds over fifty U.S. and foreign patents on photochemical processes, color photography, infrared sources and sensors, textile dyeing and printing and electronic systems. Among his published works is a fifteen volume text and reference manual on infrared radiation and an eight volume text on reprography.

Walter Clark, Ph.D., associate editor of IGC Monthly. Co-founder and Vice President of the Institute for Graphic Communication, Inc., he was originally with the British Photographic Research Association, then started and directed the Kodak Research Laboratories in England. In Rochester, New York, he was, for many years, technical assistant to Dr. C.E.K. Mees, Vice President and Director of Research for Eastman Kodak Company, and then for fifteen years headed the Applied Photography Research Division of the Kodak Research Laboratories. He is the author of "Photography by Infra-red" (Wiley), the definitive work on the subject. He was awarded the Progress Medal for 1965 by the Royal Photographic Society and made an Honorary Fellow.

In Print and In Review. Recent and about-to-be-published books and articles pertinent to your field are listed and reviewed. The list, screened by our staff, saves your time and reflects current thinking from around the globe.

Horizons is a section giving facts about those phenomena that could be the bases for the next generation of new or improved products or systems.

Patents. A monthly feature of patent abstracts of interest to investors, attorneys and the technically oriented in the fields of reprography, photography, and the graphic arts.

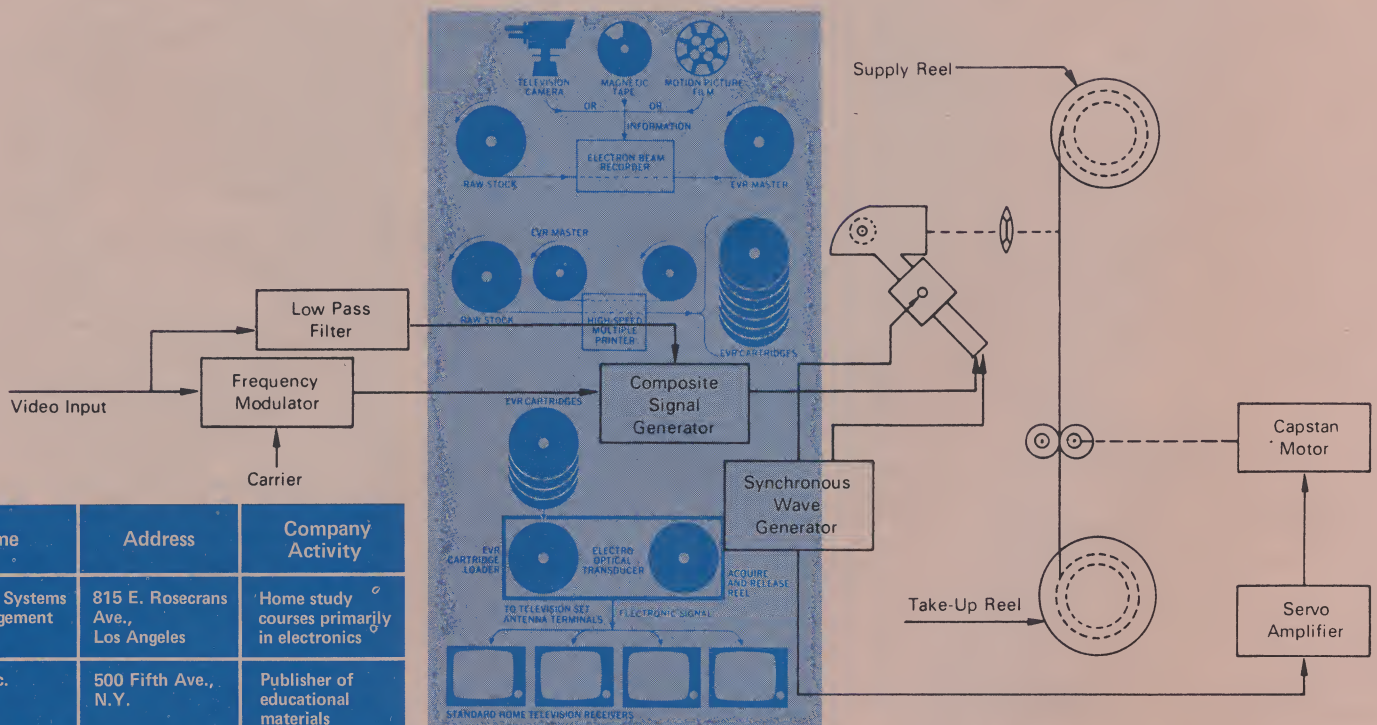
Securities Now in Registration.

This list tabulates company activity, date filed, shares, price, underwriter and use of proceeds . . . an excellent indication of the rate of growth of industries comprising the field of graphic communications.

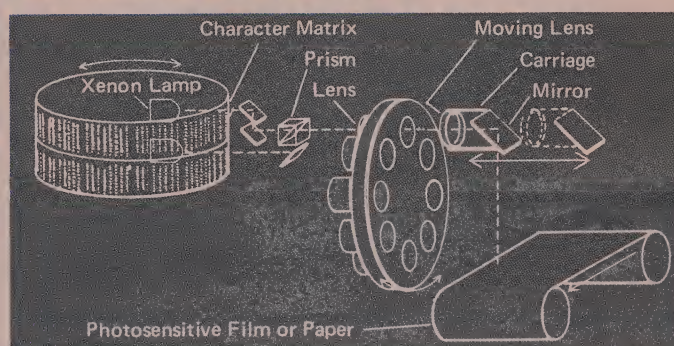
The "IGC 250." This section consists of financial data on companies which are grouped by industry. It covers the most important book and magazine publishers, newspaper publishers, companies in the printing and allied arts, and

industries such as photography, optics and paper. Also included are manufacturers of inks, chemicals, equipment and supplies, copy and duplicating machines and business forms. You get the market list, sales, income, per share earnings, shares outstanding, debt, working capital, dividends, prices and P/E ratio. Performance of the securities of various industry groups will be charted periodically, to show relative growth patterns.

IGC Calendar. Conventions, conferences and meetings are listed, showing the sponsor, date and location.



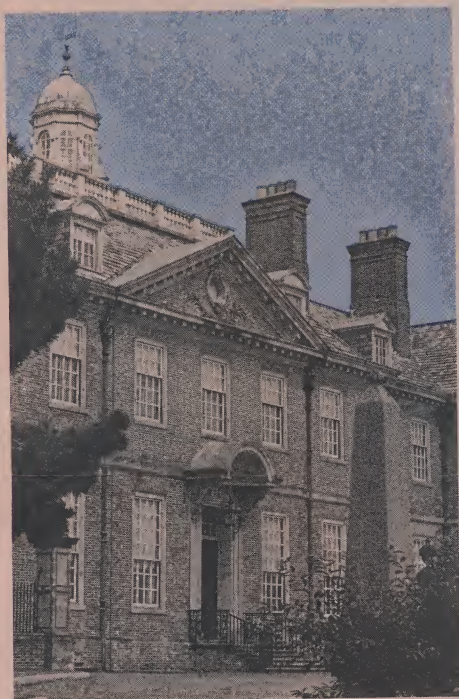
Name	Address	Company Activity
Academic Systems and Management Corp.	815 E. Rosecrans Ave., Los Angeles	Home study courses primarily in electronics
Aevac, Inc.	500 Fifth Ave., N.Y.	Publisher of educational materials
Alpha-Tech, Inc.	91-99 Broadway Greenlawn, N.Y.	Preparation of training manuals for use with complex electronic and mechanical systems
American Business Products, Inc.	100 Curtis Dr., Smyrna, Ga.	Paper items used for communications and record keeping
Areoptix Technology Corp.	25 N. Mall, Plainview, N.Y.	Manufacture of optical devices and development of micro optical scanners



A Monthly Service.

IGC Monthly is available by subscription only. It is a service appreciated, understood and respected by those people concerned with the field of graphic communications whose living depends on an accurate knowledge of new developments.

Please use the enclosed card and start receiving your IGC Monthly—the service that gives you a head start in what's new in graphic communications.



Castle Hill is a famous and beautiful estate on Massachusetts' North Shore. Conference facilities and living accommodations are the best.

Organizations represented at IGC conferences

ANPA Research Institute
Addressograph-Multigraph Corporation
Agfa-Gevaert, Inc.
Alden Electronics
American Can Company
American Hoechst Corporation
Amon Carter Museum
Andersen Laboratories
Art Institute of Chicago
Ashland Chemical Company
Azoplate Corporation
Bell Telephone Laboratories
Boston Museum of Fine Arts
Brown Company
Celanese Coatings Company
Central Intelligence Agency
Clonay Corporation
Comdata Systems, Inc.
The Connecticut Historical Society
Consolidated Papers, Inc.
DATAMAX Corporation
Decitron Communication Systems, Inc.
Defense Communications Agency
Diamond Research Corporation
Diamond Shamrock Chemical Company
A. B. Dick Company
Display Sciences, Inc.
Dow Chemical Company
Dow Corning Corporation
E. I. duPont de Nemours and Company
East Street Gallery
Eastern Color Printing Company
Eastman Chemical Products, Inc.
George Eastman House
Eastman Kodak Company
F. Eberstadt and Company
EG&G, Inc.
Esleek Manufacturing Company
ESSA Weather Bureau
First Church Christ Scientists
First National City Bank
Fitchburg Coated Products
Fogg Museum, Harvard University
Free Library of Philadelphia
Frye Manufacturing Company
E. J. Gaisser, Inc.
General Electric Company
General Services Administration

Georgia Kaolin Company
Goddard Space Flight Center
Gorham Research Corporation
Graphic Sciences, Inc.
Graphic Technologies, Inc.
Graphic Transmission Systems
Gravure Research Institute
Great Northern Paper Company
Griffiss Air Force Base
Groveton Papers Company
Harris-Intertype Corporation
IBM
International Communications Corporation
International Paper Company
Jet Propulsion Laboratory
LaPapeterie L. P. Turgeon & Fils
Library of Congress
Litcom Division, Litton Systems, Inc.
Arthur D. Little, Inc.
Litton Industries
Logetronics, Inc.
Mactaquac Historical Program
Magnavox
Magnavox Research Labs
Mallard Project
Mallinckrodt Chemical Works
Massachusetts Institute of Technology
Matsushita Electric Company of America
McCord Museum
McGraw-Hill Information Systems
Mead Papers
Monroe Electronics
Monsanto Company
Montreal Lithographing Ltd.
Nalco Chemical Company
National Archives and Records Service
National Portrait Gallery
Naval Electronics Systems Command
Newton Electronic Systems, Inc.
New York State Historical Association
New York Times
Olivetti-Underwood
Owens-Illinois, Inc.
Pako Corporation
Pennsylvania Historical and Museum Commission
Perkin-Elmer Corporation

Philadelphia Museum of Art
Philco-Ford Corporation
Pierpont Morgan Library
Pitney Bowes, Inc.
Plastic Coating Corporation
Polychrome Corporation
Polysar, Inc.
Printing Developments, Inc.
Public Archives of Canada
RCA Laboratories
Raytheon Company
Reichhold Chemicals, Inc.
R. F. Communications
Riegel Paper Company
Roccap, Inc.
Rochester Institute of Technology
Rockefeller Family and Associates
L. F. Rothschild and Company
Ryerson Polytechnical Institute
St. Joseph Lead Company
St. Regis Paper Company
Sandia Laboratories
Schoeller Technical Papers, Inc.
Smithsonian Institution
Spencer Research Corporation
Staley Graphics
Stanford Research Institute
Stromberg Datagraphix, Inc.
Surface Processes Corporation
Sylvania Electric Products
Sylvania Electronic Systems
Time, Inc.
Travel and Camera Magazine
USAETL
U.S. Naval Electronics Lab. Center
University of Louisville
University of Texas at Austin
Van Dyk Research Corporation
Virginia Chemicals, Inc.
S. D. Warren Company
Warrenton Training Center
Western Electric Company
Western Litho Plate Company
Westvaco
Weyerhaeuser Company
Winterthur Museum
Xerox Corporation
Xerox-University Microfilms

IGC Monthly will assure its subscribers that it has not overlooked any essential fact about the graphic communications field.

The editors of IGC Monthly are so well known and know the field so well that they have direct access to current happenings. They personally cover company activities and continually receive facts from corporations on their research and development programs. They interview experts, inventors, and not only attend conferences, but conduct them. Hundreds of periodicals are reviewed regularly.

IGC Monthly is written to provide you with timely facts accompanied by the considered professional judgment of the staff. Writing is succinct, accurate, meaningful and prepared to save the reader's time. *It is lean, highly digestible and nourishing to one hungry for useful facts.* It contains information gathered from the international science community.

Contents

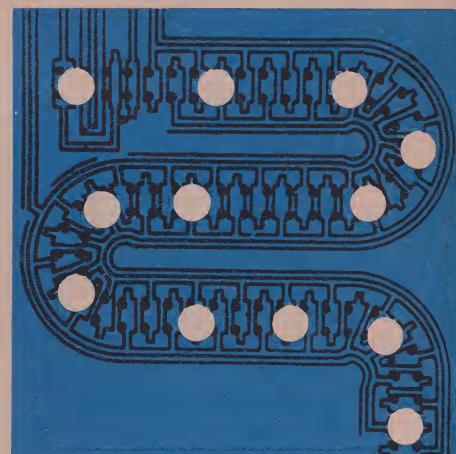
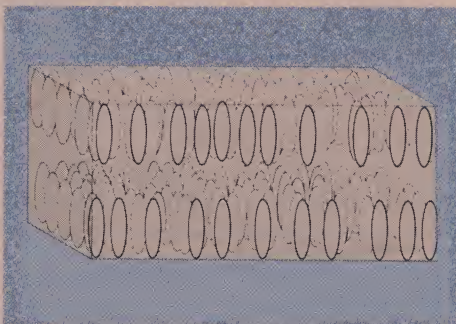
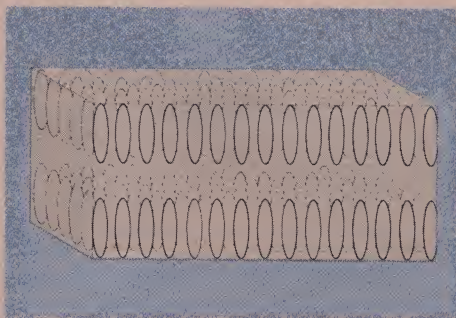
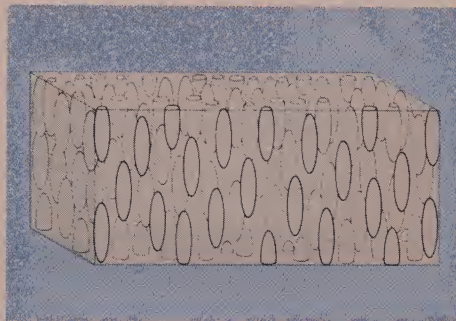
IGC Hotline Every issue begins with a digest of timely news in-depth of international business and technical trends and ideas and inter-relationships between concepts and companies.

Monthly features bring you penetrating analyses of companies, systems, new methods, ideas . . . discusses the "how" and "why," even though the subject may concern the

"who" and "what." You get perspectives on developments, insights into potentials, and frank critiques on companies and their prospects.

Technology IOQ: Research and development activities of companies will be reviewed here and compared with those of their competitors. However, the competitive edge in an industry will not necessarily go to the firm with the most advanced technology. Rather the ability to deliver only the required capability in a timely manner, often is the most important competitive factor. This quality we refer to as the Technology Input/Output Quotient, or Technology IOQ.

Profusely illustrated with diagrams and schematics, IGC Monthly brings new ideas into sharp focus.



For the most part, information contained in each issue of IGC Monthly is exclusive. Today there is great need for intelligence about graphic communications. The corporate executive, marketing director, research manager, technician, production expert, security analyst—all need help that is unquestionably reliable and authoritative.

Even the vocabulary of the industry is new in recent years: facsimile, reprography, microform, diazo, electrophotography, electrophoretic, electrostatic, electronic, triboelectric, P.I.P., micro-publishing, holography, electrography.

Most important, you will get a considered prognosis of current and future products and systems from our experienced staff. Thus, you will be able to reach your own conclusions.

The company behind the service.

The Institute for Graphic Communication is a group of scientists, inventors, legal, financial and marketing specialists internationally recognized for accomplishments in their respective fields.

These specialists are acutely conscious of the rapid rate of technological change and the need for vital technical and business information required by companies involved with graphic communications.

They understand that attorneys require indisputable expert support both in court and in patent problems.

They appreciate that not all companies have the means to hire full-time consultants comparable to those on the IGC staff who can solve current problems and anticipate new market needs and research directions.

They know that companies need to receive the kind of definitive technical, marketing, investment and legal data arranged and edited by IGC Monthly and provided as a service to you.

IGC HOTLINE

Photo Expo 69 showed little really new its Japanese, W. German, and who packed the NY Coliseum photography: 1) Synchronizer Film sound 8, links a Super-8 film is projected, a pulse signal Super-8, made by Synchronizer filming. The tape soundtrack on Super-8 sound projectors projector," Synchron North America electronic unit will synchronize perforated quarter-inch record. 2) Electronic flash guns keep folding pack cameras and motion to Yashica, plus special electronic products ranged from National electronically-evaluated lens.

"Invision," introduced at Photo Expo Gaithersburg, Md., offers a special projection screen, v feeling of being in the picture. Film sound 16 mm projector conventional film. But "Invision" Dimensional effect with both believing it "sees" spatially movement, no 3-D.

First the hippies, now businessmen bank checks, chiefly to lure money and tighter credit. C pictures on its checks. The its checks with four-color-print check forms, now repro prosperous are National Che Coast. Northwest banks are one that offers multi-colored

Photographic Chemistry

Organic-Physical Chemistry

Inorganic-Physical Chemistry

Physical Chemistry of Processing

Emulsion Chemistry

Processes

Photographic Systems

Development of Materials

Requirements for Processing

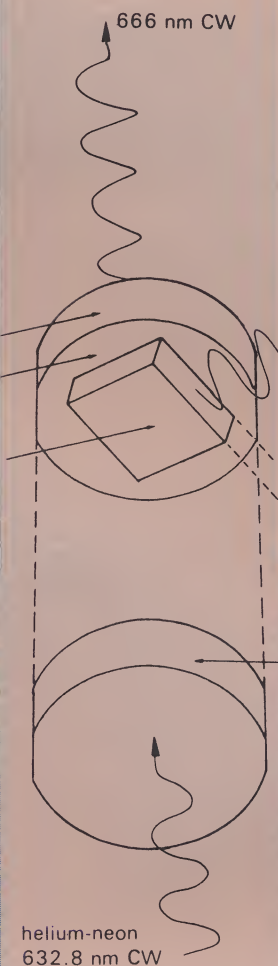
Applications Laboratories

Test Laboratory (Sensitometric Evaluation Microscopy, Trial Coatings)

Product Systems

Analyses Evaluation System Control

Net Sales (\$000)	Net Income (\$000)	Net Per Share 1968 (\$)	Net Per Share 1967 (\$)	Common Outstanding (000)
15,454	734	0.85	0.73	1,255
22,091	1,011	0.42	0.43	2,427
17,147	1,229	0.86	0.96	1,463
24,050	611	0.31	0.45	1,672
15,416	664	0.49	1.35	489
33,919	2,295	2.15	1.59	1,405
988,124	57,985	2.20	2.12	25,378
19,452	3,896	1.15	1.15	3,384
265,623	14,842	1.26	1.05	11,561
258,087	19,183	1.85	1.81	10,481
11,316	—	(0.12)	0.33	1,314
181,025	8,435	3.57	3.25	2,352
98,706	6,333	2.03	2.28	3,120
52,756	2,004	0.88	1.02	2,332
56,107	2,975	0.84	0.96	3,540
37,014	960	0.81	1.33	1,281
8,627	807	—	0.64	1,258
34,929	1,081	1.31	0.67	825
29,776	871	1.06	1.60	745
368,109	27,944	1.13	1.15	21,758
115,858	5,704	1.50	1.08	4,445
		0.90	0.90	944
58,180	2,511	2.89	1.38	1,375



Technology input-output quotient

Research & development activities of companies are reviewed here and compared with those of competitors. However, the competitive edge in technology will not necessarily go to the firm with advanced technology (as IBM has proven in the computer field). Rather the ability to deliver only the best capabilities, in a timely manner, often is an important competitive factor. We refer to this as the Technology Input/Output Quotient, or

CONTINENTAL CAN COMPANY (CCC)

Fruitful research places Continental Can Company as the world's leading packaging company which has high in fiber drums, vacuum and plastic bottles.



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